



WJLA-TV WASHINGTON, DC

WJLA  
1100 Wilson Blvd, 6th Floor  
Arlington, VA 22209

Horsepower Media  
815 SLATERS LN  
ALEXANDRIA, VA 22314-1219

**Contract #** 35328921  
**Schedule Dates** 07/13/22-08/02/22  
**Advertiser** PhRMA (30825)  
**Agency** Horsepower Media (19838)  
**Product** POLITICAL ISSUE (ns) (1187)  
**Brand** Est 14794 (1755817)  
**Salesperson** Monares, Barbara (3870)  
**Sales Office** WJLA/GJLA/EJLA  
**Buyer Name** Forster, Jonathon  
**Phone/Fax** /  
**CPE** Est 14794  
**Account Types** Local/Political Issue Agency BRD  
**Billing Type** Weekly/Irregular  
**Comments** Est 14794

**Date Entered** 07/11/22  
**Last Modified** 07/11/22  
**Entered By** Barbara Monares  
**CO-OP** No  
**External #**  
**Demo**  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$18,397.50  
**Net Total** \$104,252.50  
**Sales Tax**

**Washington (WJLA)**  

By Broadcast Month	Spots	Rate
Jul. 2022	51	\$109,200.00
Aug. 2022	7	\$13,450.00
<b>Grand Total:</b>	<b>58</b>	<b>\$122,650.00</b>

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT	07/13/22-07/15/22	2	:30	5:58:15A- News-7News ON YOUR SIDE at 6AM				1	1	1			3	\$600.00	\$1,800.00	Washington (WJLA)		7/11/22
2.0	Normal Line / SPOT	07/18/22-07/19/22	2	:30	5:58:15A- News-7News ON YOUR SIDE at 6AM		1	1						2	\$600.00	\$1,200.00	Washington (WJLA)		7/11/22
3.0	Normal Line / SPOT	07/20/22-07/22/22	2	:30	5:58:15A- News-7News ON YOUR SIDE at 6AM				1	1	1			3	\$600.00	\$1,800.00	Washington (WJLA)		7/11/22
4.0	Normal Line / SPOT	07/25/22-07/25/22	2	:30	5:58:15A- News-7News ON YOUR SIDE at 6AM		1							1	\$600.00	\$600.00	Washington (WJLA)		7/11/22
5.0	Normal Line / SPOT	07/27/22-07/29/22	2	:30	5:58:15A- News-7News ON YOUR SIDE at 6AM				1	1	1			3	\$600.00	\$1,800.00	Washington (WJLA)		7/11/22
6.0	Normal Line / SPOT	08/01/22-08/02/22	2	:30	5:58:15A- News-7News ON YOUR SIDE at 6AM		1	1						2	\$600.00	\$1,200.00	Washington (WJLA)		7/11/22
7.0	Normal Line / SPOT	07/13/22-07/15/22	2	:30	11:59:56A- News-7News ON YOUR SIDE at Noon	2			X	X	X			2	\$750.00	\$1,500.00	Washington (WJLA)		7/11/22
8.0	Normal Line / SPOT	07/18/22-07/19/22	2	:30	11:59:56A- News-7News ON YOUR SIDE at Noon	1	X	X						1	\$750.00	\$750.00	Washington (WJLA)		7/11/22
9.0	Normal Line / SPOT	07/20/22-07/22/22	2	:30	11:59:56A- News-7News ON YOUR SIDE at Noon	2			X	X	X			2	\$750.00	\$1,500.00	Washington (WJLA)		7/11/22

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
-----------------------------	-------	-------------------	-------	-----------

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



WJLA-TV WASHINGTON, DC

WJLA  
1100 Wilson Blvd, 6th Floor  
Arlington, VA 22209

Horsepower Media  
815 SLATERS LN  
ALEXANDRIA, VA 22314-1219

**Contract #** 5328921  
**Schedule Dates** 07/13/22-08/02/22  
**Advertiser** PhRMA (30825)  
**Agency** Horsepower Media (19838)  
**Product** POLITICAL ISSUE (ns) (1187)  
**Brand** Est 14794 (1755817)  
**Salesperson** Monares, Barbara (3870)  
**Sales Office** WJLA/GJLA/EJLA  
**Buyer Name** Forster, Jonathon  
**Phone/Fax** /  
**CPE** Est 14794  
**Account Types** Local/Political Issue Agency BRD  
**Billing Type** Weekly/Irregular  
**Comments** Est 14794

**Date Entered** 07/11/22  
**Last Modified** 07/11/22  
**Entered By** Barbara Monares  
**CO-OP** No  
**External #**  
**Demo**  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$18,397.50  
**Net Total** \$104,252.50  
**Sales Tax**

# **Washington (WJLA)**

By Broadcast Month	Spots	Rate
Jul. 2022	51	\$109,200.00
Aug. 2022	7	\$13,450.00
<b>Grand Total:</b>	<b>58</b>	<b>\$122,650.00</b>

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
10.0	Normal Line / SPOT	07/25/22-07/26/22	2	:30	11:59:56A- News-7News ON YOUR SIDE at Noon	1	X	X						1	\$750.00	\$750.00	Washington (WJLA)		7/11/22
11.0	Normal Line / SPOT	07/27/22-07/29/22	2	:30	11:59:56A- News-7News ON YOUR SIDE at Noon	2			X	X	X			2	\$750.00	\$1,500.00	Washington (WJLA)		7/11/22
12.0	Normal Line / SPOT	08/01/22-08/01/22	2	:30	11:59:56A- News-7News ON YOUR SIDE at Noon		1							1	\$750.00	\$750.00	Washington (WJLA)		7/11/22
13.0	Normal Line / SPOT	07/13/22-07/15/22	2	:30	5:59:26P- News-7News ON YOUR SIDE at 6PM				1	1	1			3	\$1,500.00	\$4,500.00	Washington (WJLA)		7/11/22
14.0	Normal Line / SPOT	07/18/22-07/19/22	2	:30	5:59:26P- News-7News ON YOUR SIDE at 6PM		1	1						2	\$1,500.00	\$3,000.00	Washington (WJLA)		7/11/22
15.0	Normal Line / SPOT	07/20/22-07/22/22	2	:30	5:59:26P- News-7News ON YOUR SIDE at 6PM				1	1	1			3	\$1,500.00	\$4,500.00	Washington (WJLA)		7/11/22
16.0	Normal Line / SPOT	07/25/22-07/26/22	2	:30	5:59:26P- News-7News ON YOUR SIDE at 6PM		1	1						2	\$1,500.00	\$3,000.00	Washington (WJLA)		7/11/22
17.0	Normal Line / SPOT	08/01/22-08/02/22	2	:30	5:59:26P- News-7News ON YOUR SIDE at 6PM		1	1						2	\$1,500.00	\$3,000.00	Washington (WJLA)		7/11/22
18.0	Normal Line / SPOT	07/27/22-07/29/22	2	:30	5:59:26P- News-7News ON YOUR SIDE at 6PM				1	1	1			3	\$1,500.00	\$4,500.00	Washington (WJLA)		7/11/22

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



WJLA-TV WASHINGTON, DC

WJLA  
1100 Wilson Blvd, 6th Floor  
Arlington, VA 22209

Horsepower Media  
815 SLATERS LN  
ALEXANDRIA, VA 22314-1219

**Contract #** 5328921  
**Schedule Dates** 07/13/22-08/02/22  
**Advertiser** PhRMA (30825)  
**Agency** Horsepower Media (19838)  
**Product** POLITICAL ISSUE (ns) (1187)  
**Brand** Est 14794 (1755817)  
**Salesperson** Monares, Barbara (3870)  
**Sales Office** WJLA/GJLA/EJLA  
**Buyer Name** Forster, Jonathon  
**Phone/Fax** /  
**CPE** Est 14794  
**Account Types** Local/Political Issue Agency BRD  
**Billing Type** Weekly/Irregular  
**Comments** Est 14794

**Date Entered** 07/11/22  
**Last Modified** 07/11/22  
**Entered By** Barbara Monares  
**CO-OP** No  
**External #**  
**Demo**  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$18,397.50  
**Net Total** \$104,252.50  
**Sales Tax**

**Washington (WJLA)**  

By Broadcast Month	Spots	Rate
Jul. 2022	51	\$109,200.00
Aug. 2022	7	\$13,450.00
<b>Grand Total:</b>	<b>58</b>	<b>\$122,650.00</b>

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
19.0	Normal Line / Access	07/13/22-07/15/22	2	:30	6:58:46P- Wheel Of Fortune	2			X	X	X			2	\$3,500.00	\$7,000.00	Washington (WJLA)		7/11/22
20.0	Normal Line / Access	07/18/22-07/19/22	2	:30	6:58:46P- Wheel Of Fortune	1	X	X						1	\$3,500.00	\$3,500.00	Washington (WJLA)		7/11/22
21.0	Normal Line / Access	07/20/22-07/22/22	2	:30	6:58:46P- Wheel Of Fortune	2			X	X	X			2	\$3,500.00	\$7,000.00	Washington (WJLA)		7/11/22
22.0	Normal Line / Access	07/25/22-07/26/22	2	:30	6:58:46P- Wheel Of Fortune	1	X	X						1	\$3,500.00	\$3,500.00	Washington (WJLA)		7/11/22
23.0	Normal Line / Access	07/27/22-07/29/22	2	:30	6:58:46P- Wheel Of Fortune				1	1	1			3	\$3,500.00	\$10,500.00	Washington (WJLA)		7/11/22
24.0	Normal Line / Access	08/01/22-08/02/22	2	:30	6:58:46P- Wheel Of Fortune	1	X	X						1	\$3,500.00	\$3,500.00	Washington (WJLA)		7/11/22
25.0	Normal Line / Access	07/13/22-07/15/22	2	:30	7:27:41P- Jeopardy	2			X	X	X			2	\$5,000.00	\$10,000.00	Washington (WJLA)		7/11/22
26.0	Normal Line / Access	07/18/22-07/19/22	2	:30	7:27:41P- Jeopardy	1	X	X						1	\$5,000.00	\$5,000.00	Washington (WJLA)		7/11/22
27.0	Normal Line / Access	07/20/22-07/22/22	2	:30	7:27:41P- Jeopardy	2			X	X	X			2	\$5,000.00	\$10,000.00	Washington (WJLA)		7/11/22
28.0	Normal Line / Access	07/25/22-07/26/22	2	:30	7:27:41P- Jeopardy	1	X	X						1	\$5,000.00	\$5,000.00	Washington (WJLA)		7/11/22
29.0	Normal Line / Access	08/01/22-08/02/22	2	:30	7:27:41P- Jeopardy	1	X	X						1	\$5,000.00	\$5,000.00	Washington (WJLA)		7/11/22
30.0	Normal Line / Access	07/27/22-07/29/22	2	:30	7:27:41P- Jeopardy				1	1	1			3	\$5,000.00	\$15,000.00	Washington (WJLA)		7/11/22

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
-----------------------------	-------	-------------------	-------	-----------

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

CONFIRMATION CONTRACT		
Accepted-Agency/Advertiser:	Date:	Accepted-Station: Date: Comments:

The parties intend for the Standard Advertiser Terms and Conditions (“Terms”) located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.